



NEWS RELEASE

MONTANA DISTRICT OFFICE

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Attention Small Business Owners: Are you interested in learning how to negotiate contracts

Attend this free workshop on Contract Negotiation Techniques

HELENA – Small businesses are invited to attend a free one-day workshop designed to provide the essential techniques needed for contract negotiation. “Contract Negotiation Techniques” to be held in Helena on April 1, 2010, at the Gateway Center located at 1710 National Avenue from 8:00 a.m. – 4:00 p.m. The training will be Performance-based Solutions, Inc.

A vital skill needed in procurement is the ability to negotiate effectively. Almost every level of contracting involves negotiations – over small and large issues. This course provides participants with a solid battery of strategies, tactics and skills that are effective in contract formation and contract negotiations. This course also recognizes that how a contractor negotiates depends greatly on their personality and individual style. Exercises in this class will provide participants with insight into their negotiation styles and personal techniques. The skills gained from this course can be immediately applied to other contracting situations where formal and informal negotiations of all dimensions take place.

You are eligible to participate in the training if you are an 8(a) firms in compliance with all 8(a) requirements and eligible for receive 8(a) contracts, a business operating in areas of high unemployment or low income, or a business owned by a low income individual.

Those wishing to participate in these courses should visit www.pbsisbtraining.com to register and for more information.

For more information on how to receive federal contracting assistance from the SBA, visit www.sba.gov/gcbd.

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